

Message Text

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ACTION EB-08

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FM AMEMBASSY TOKYO
TO SECSTATE WASHDC 9853

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EXCON

E.O. 11652: NA
TAGS: ESTC, JA
SUBJECT: P.L. EXTRANCHECK - A319877

REF: STATE 178723

1. PRESIDENT KIICHI MATSUDA OF NIPPON PMI CORP., SHOEI
BLDG., 33-5, NANDO-CHO, ICHIGAYA, SHINJUKU-KU, TOKYO,
JAPAN, STATED THE FOLLOWING IN REPLY TO EMBASSY INQUIRY:

- (A) HIS FIRM OBTAINED EXCLUSIVE AGENT RIGHTS FOR
DISTRIBUTION IN JAPAN AND SOUTH KOREA OF INTEGRATED
CIRCUITS (IC'S) MANUFACTURED BY PRECISION MONOLITHICS
INC. (PMI), SANTA CLARA, CALIF. THE AGREEMENT,
EFFECTIVE AUGUST 1, 1978, AND SIGNED ON JUNE 28, 1978,
REPLACED TOYO CORP. (SEE PARA 3 BELOW) WHICH HAD BEEN
PMI'S EXCLUSIVE DISTRIBUTOR IN JAPAN FOR THE LAST SEVEN
YEARS. THIS WAS CONFIRMED BY EMBASSY.

- (B) THE 50,000 IC'S UNDER INVESTIGATION ARE THOSE
FOR WHICH PMI SUBMITTED A LICENSE APPLICATION, SUPPORT-
ED BY A DIB-629 SIGNED BY MATSUDA, FOR THE FIRST LOT OF
219,700 LINEAR IC'S, VALUED AT FOB\$1 MILLION, WHICH HIS
FIRM IS SCHEDULED TO IMPORT FROM PMI OVER THE NEXT YEAR.
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FOR THESE HE OBTAINED MITI'S IMPORT CERTIFICATE NO. TKO-
78-1634-U ON JULY 15, 1978 (CONFIRMED BY MITI).

- (C) NEGOTIATIONS FOR RESALE IN JAPAN OF 50,000 OF
THE IC'S ARE NOW UNDER WAY BETWEEN HIS FIRM AND SEVERAL
END USERS. HOWEVER, CONTRACTS ARE EXPECTED TO BE
CONCLUDED SOON FOR THE DELIVERY OF THE FIRST 28,000 PCS:

8,000 PCS TO THE TAMAGAWA PLANT OF NIPPON ELECTRIC CO., LTD., NO. 1753, SHIMONUMABE, NAKAHARA-KU, KAWASAKI CITY, KANAGAWA PREF.; 8,000 TO THE MAIN PLANT OF YOKOGAWA ELECTRIC WORKS LTD., NO. 2-9-32, NAKA-MACHI, MUSASHINO CITY, TOKYO; 5,000 PCS TO FUJISAWA PLANT OF WATANABE
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INSTRUMENTS CORP., NO. 3892, FUJISAWA, FUJISAWA CITY, KANAGAWA PREF.; 3,500 PCS TO OKURA ELECTRIC CO., LTD., NO. 20-8, NARITA NISHI 3-CHOME, SUGINAMI-KU, TOKYO; 2,500 PCS TO HOKUSHIN ELECTRIC WORKS LTD., NO. 3-30-1, SHIMOMARUKO, OHTA-KU, TOKYO; AND 1,000 PCS TO SHINAGAWA PLANT OF OKI ELECTRIC INDUSTRY CO., LTD., NO. 1-9-6, KONAN, MINATO-KU, TOKYO. HIS FIRM IS ALSO NEGOTIATING WITH ABOUT 20 DOMESTIC MANUFACTURERS OF ELECTRONIC AND MEASURING EQUIPMENT, INCLUDING THE ABOVE SIX FIRMS, FOR RESALE OF THE REMAINING 191,700 PCS TO BE IMPORTED BY HIS FIRM IN PARTIAL SHIPMENTS.

2. END USERS CONTACTED BY EMBASSY STATED THAT THEY WILL PURCHASE PMI IC'S FROM NIPPON PMI SINCE TOYO CORP. NOTIFIED THEM THAT PMI HAD ARRANGED THE CHANGE IN DISTRIBUTORS.

3. NIPPON PMI CAPITALIZED AT 10 MILLION YEN WAS INCORPORATED JULY 18, 1978, WITH 7 EMPLOYEES, TO ACT
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AS AN EXCLUSIVE IMPORT AGENT FOR PMI UPON THE EXPIRATION ON JULY 30, 1978 OF PMI'S AGENT AGREEMENT WITH TOYO CORP. (FORMERLY TOYO TSUSHO K. K. SEE TOKYO 16373 (10/21/77) FOR EMBASSY WTDR), DAITO BLDG., NO. 1-2, HONGOKU-CHO, NIHONBASHI, CHUO-KU, TOKYO, JAPAN. MR. MATSUDA HAD BEEN AN EMPLOYEE OF TOYO CORP., IN CHARGE OF IMPORT AND DOMESTIC DISTRIBUTION OF PMI IC'S SINCE TOYO CORP. WAS APPOINTED AN EXCLUSIVE AGENT BY PMI IN 1971.

4. EMBASSY RECOMMENDS ISSUANCE OF EXPORT LICENSE TO PMI.
MANSFIELD

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NNN

Message Attributes

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Draft Date: 25 jul 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: n/a
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Disposition Comment:
Disposition Date: 01 jan 1960
Disposition Event:
Disposition History: n/a
Disposition Reason:
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